

## Message Text

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PAGE 01 BAMA KO 00964 141227Z

ACTION EB-08

INFO OCT-01 AF-08 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

DO TE-00 INR-07 NSAE-00 FAA-00 OC-06 CCO-00 IO-13 L-03

TRSE-00 OMB-01 EUR-12 PA-01 USIA-06 PRS-01 SP-02

NEA-10 /081 W

-----141252Z 022762 /46

R 141148Z MAR 77

FM AMEMBASSY BAMA KO

TO SECSTATE WASHDC 5912

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E.O. 11652: N/A

TAGS: EAIR, ML, BGEN

SUBJECT: AIR MALI IN TROUBLE

REF: BAMA KO 0946

1. DCM RAISED PROBLEM OF WORLD AIRWAYS-AIR MALI (AM) CONTRACT WITH OUMAR MACALOU, DIRECTOR OF THE PRESIDENT'S CABINET AND CHAIRMAN OF BOARD OF CENTRAL BANK OF MALI, AT U.N. SOCIAL FUNCTION MARCH 11. MACALOU WAS UNAWARE THAT WORLD HAD GIVEN FORMAL NOTICE OF INTENTION TO ABROGATE CONTRACT WITH AM AND THAT AMERICAN PILOTS AND SUPPORT WOULD BE WITHDRAWN MARCH 25 UNLESS OVERDUE CHARGES OF \$300,000 WERE PAID.

2. MACALOU SAID, PERHAPS BY REFLEX, THAT AM DID NOT HAVE THE MONEY, BUT HE WAS CLEARLY TROUBLED BY PROSPECT THAT AM'S FLAGSHIP, BOEING 727, WOULD NOT FLY AFTER MARCH 25. EXPLAINING THAT WORLD HAD DONE MANAGEMENT STUDY IN OAKLAND SHOWING THAT THEIR CONTRACT WITH AM BROUGHT IN LEAST BENEFIT WITH GREATEST NUMBER OF PROBLEMS, DCM  
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SAID WORLD APPEARED SERIOUS THIS TIME ABOUT ENDING RELATIONSHIP WITH AM.

3. MACALOU SAID HE WOULD TALK TO MINISTER OF STATE ENTERPRISES AND PRESIDENT. DCM SAID IT WAS SHAME THAT PROFITABLE AIRLINE, WHICH MADE BETWEEN \$32,000-\$40,000 ON EACH ONE-WAY TRIP BETWEEN PARIS AND

BAMAKO, WAS UNABLE TO PAY ITS CONTRACT FEES. MACALOU SAID HE HAD NOT KNOWN HOW PROFITABLE AM WAS. DCM SAID PROBLEM APPEARED TO BE LACK OF CONTROL OVER TICKET RECEIPTS. MACALOU SAID MANAGEMENT WAS ALWAYS A PROBLEM. DCM SAID MANAGEMENT PROBLEM HERE WAS SIMPLY MATTER OF NUMBERING TICKETS AND ACCOUNTING FOR RECEIPTS. MACALOU THANKED DCM FOR THIS INFORMATION.

4. MACALOU IS LEAVING FOR WASHINGTON MARCH 15 FOR TALKS WITH WORLD BANK AND WILL NOT RETURN TO MALI UNTIL MARCH 23. SAYING THAT HE THOUGHT PROBLEM WAS SERIOUS, MACALOU ASKED IF MALI DESK AT STATE COULD CONTACT WORLD REPRESENTATIVE IN WASHINGTON AND ASK HIM TO GET IN TOUCH WITH MACALOU THROUGH MALI EMBASSY.

5. COMMENT: ALTHOUGH WORLD IS CERTAINLY RIGHT IN PRESSING FOR PAYMENT, IT WOULD BE DETRIMENTAL TO U.S. ECONOMIC AND POLITICAL INTERESTS FOR WORLD TO QUIT MALI WHEN MALIANS ARE TRYING TO GAIN ARAB FINANCING FOR A SECOND BOEING 727 AND PERHAPS A 707 AS WELL. FURTHER, MALIANS ARE LESS PLEASED THAN EVER WITH SOVIET AIRCRAFT --ILYUSHIN-18 AND ANTONOV-24-- AND IT IS POSSIBLE THEY WILL CUT SOVIETS OUT OF AVIATION HERE.

6. ACTION: REQUEST AF/W NOTIFY WORLD REPRESENTATIVE THAT MACALOU WANTS TO MEET WITH HIM. IF WORLD REPRESENTATIVE NOT AVAILABLE, SUGGEST YOU EXPLAIN PROBLEM LIMITED OFFICIAL USE

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TO WORLD VICE PRESIDENT BRIAN COOK (415-577-2000) IN OAKLAND AND HAVE HIM TALK TO MACALOU BY PHONE. EMBASSY BELIEVES IT IMPORTANT THAT WORLD CONTINUE HERE, BUT THAT IS PRIVATE BUSINESS DECISION FOR WORLD TO MAKE. WE ARE WORKING CLOSELY WITH LOCAL WORLD REPRESENTATIVE, RAY COLLINS.

7. DECONTROL UPON RECEIPT.  
BYRNE

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NNN

## Message Attributes

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**Review Markings:**  
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